

# Software Advice BuyerView: SCM Software Report

Insight into today's software buyer

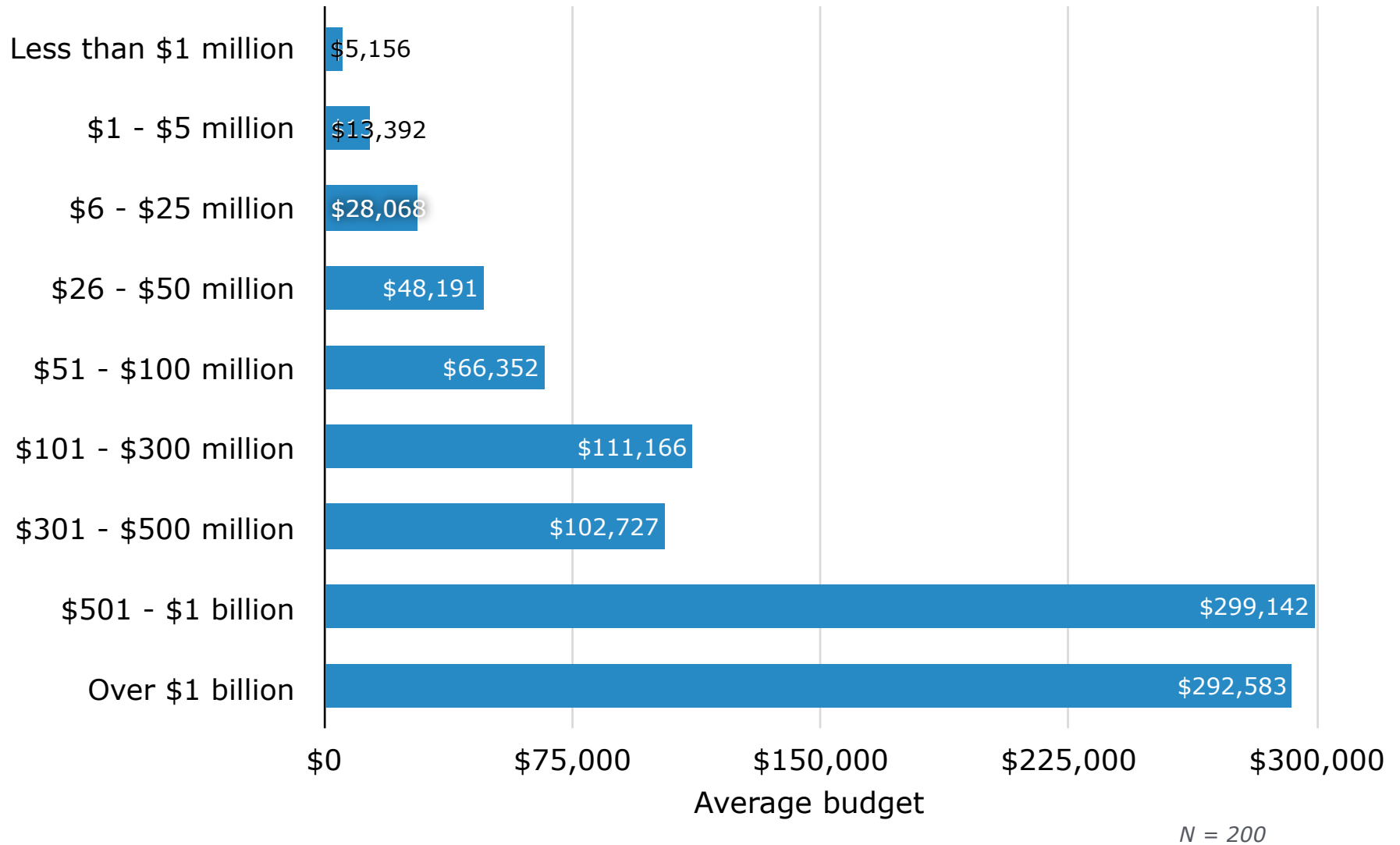
# Abstract

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Every year, Software Advice speaks to thousands of prospective buyers seeking new supply chain management (SCM) software. These interactions give us considerable insight into the industry. Our analysis of these interactions find that:

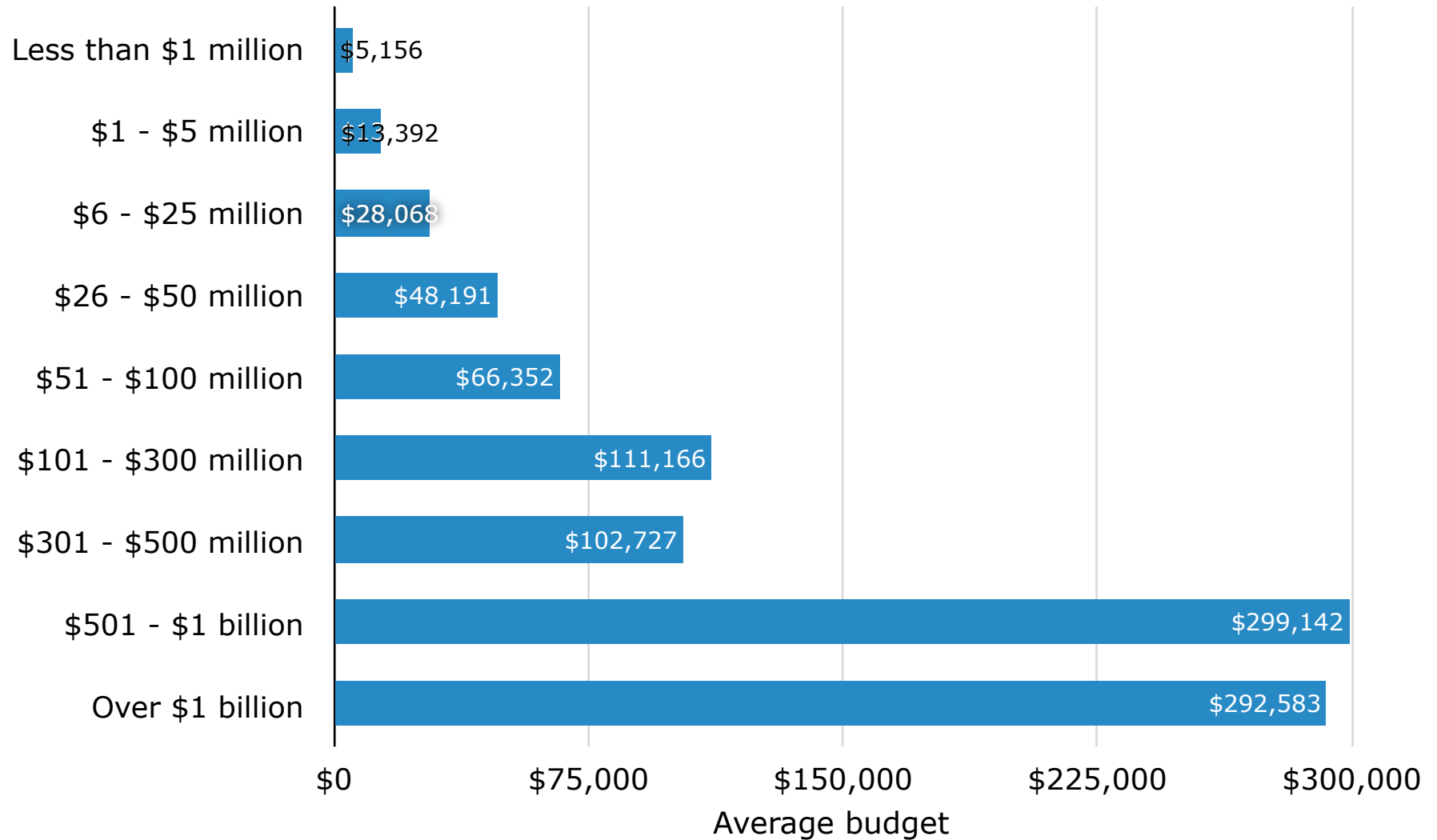
- Small businesses are willing to spend a rather hefty amount—\$30,000, on average—for new SCM software.
- Midsize and large businesses are willing to spend an average of \$171,000 for new SCM software.
- Only 6 percent of small businesses are currently using commercial supply chain management software, compared to 21 percent of midsize and large businesses.

# Small Businesses Budgeting \$30,000 On Average for SCM Software



Small businesses, defined as annual revenue less than \$50 million, are willing to spend \$30,000 on average for new SCM software.

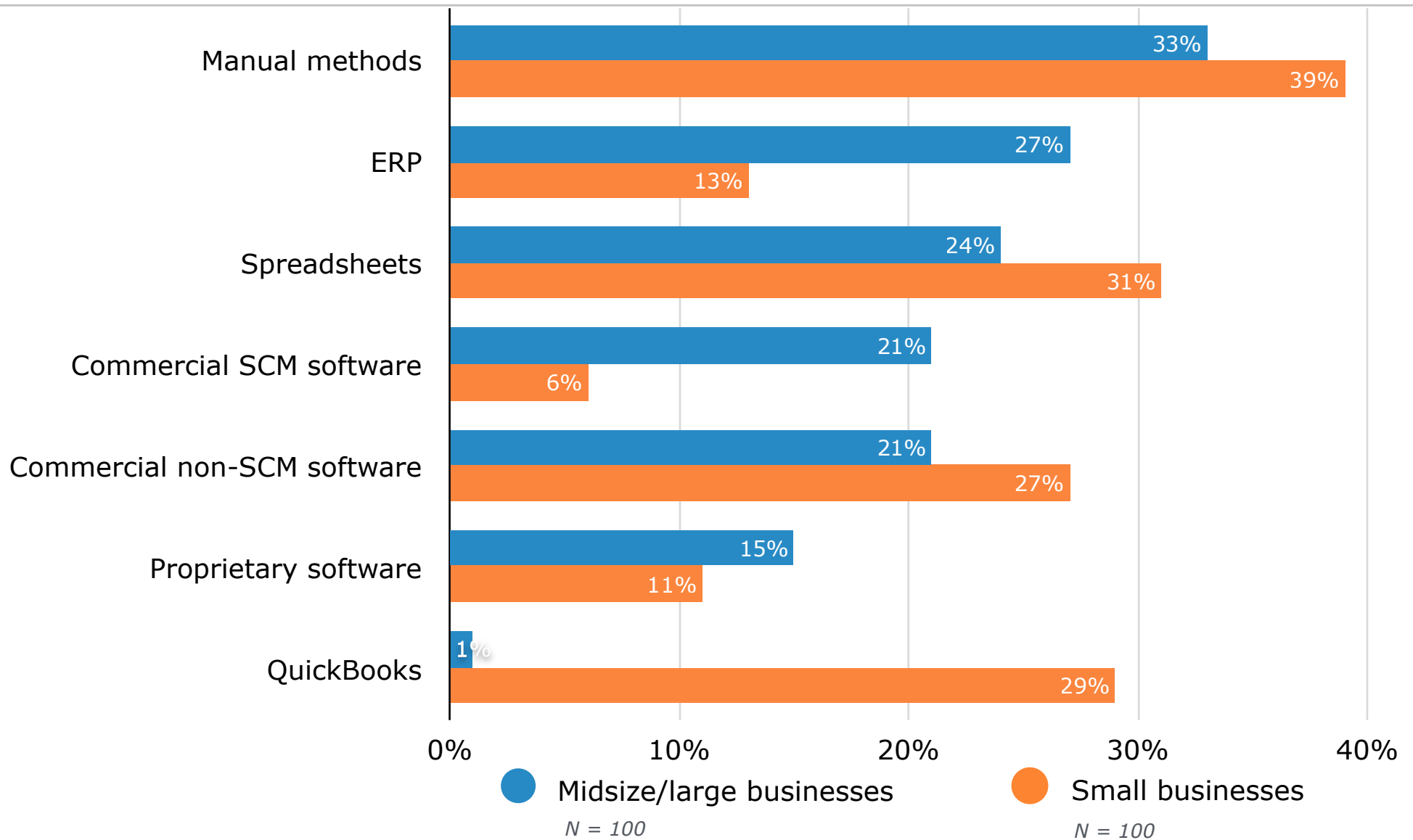
# Big Businesses Budgeting \$171,000 On Average for SCM Software



*N = 200*

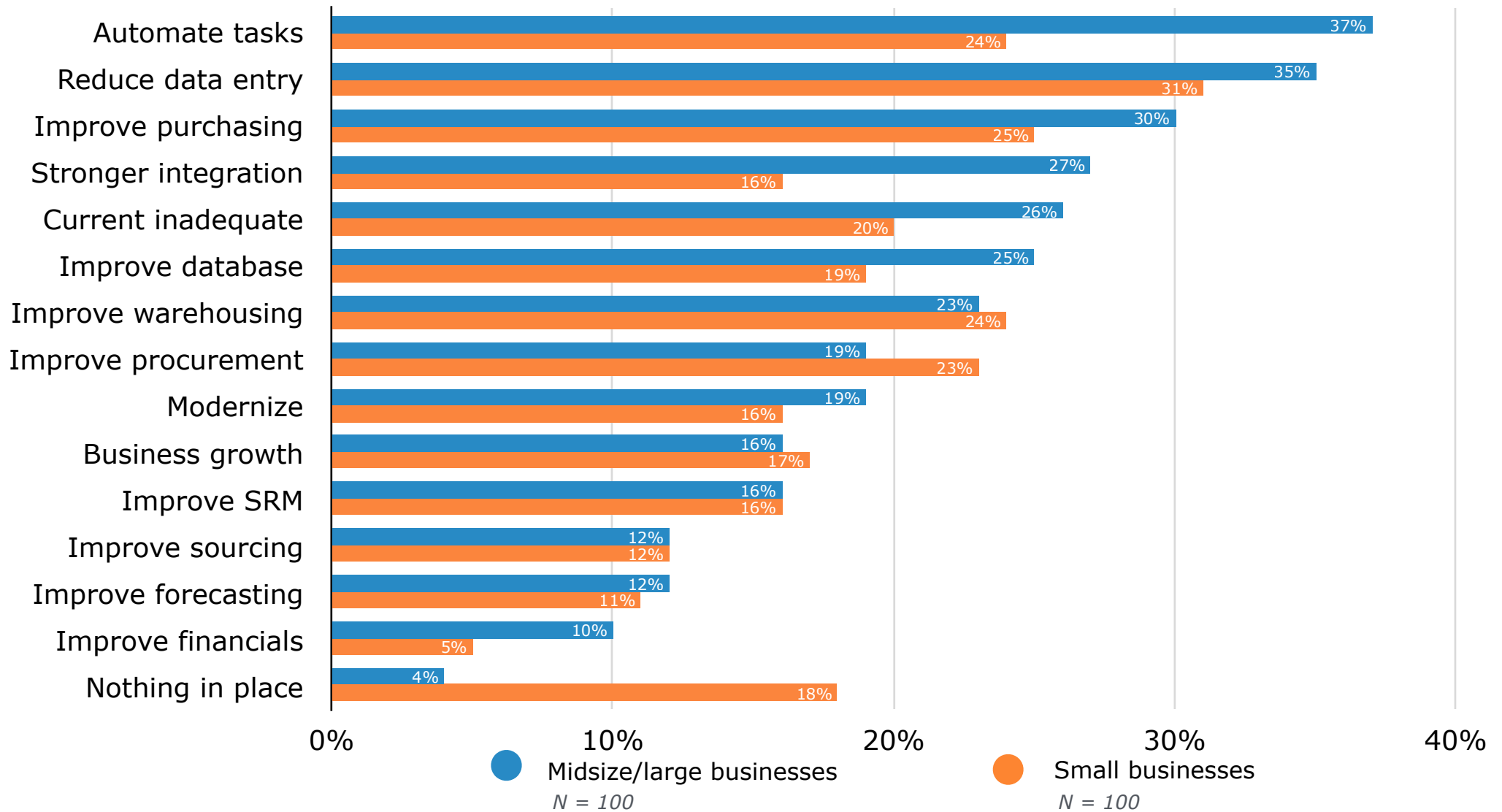
Midsized and large businesses, defined as annual revenue greater than \$50 million, are willing to spend \$171,000 on average for new SCM software.

# Vast Majority of Small Businesses New to SCM Software



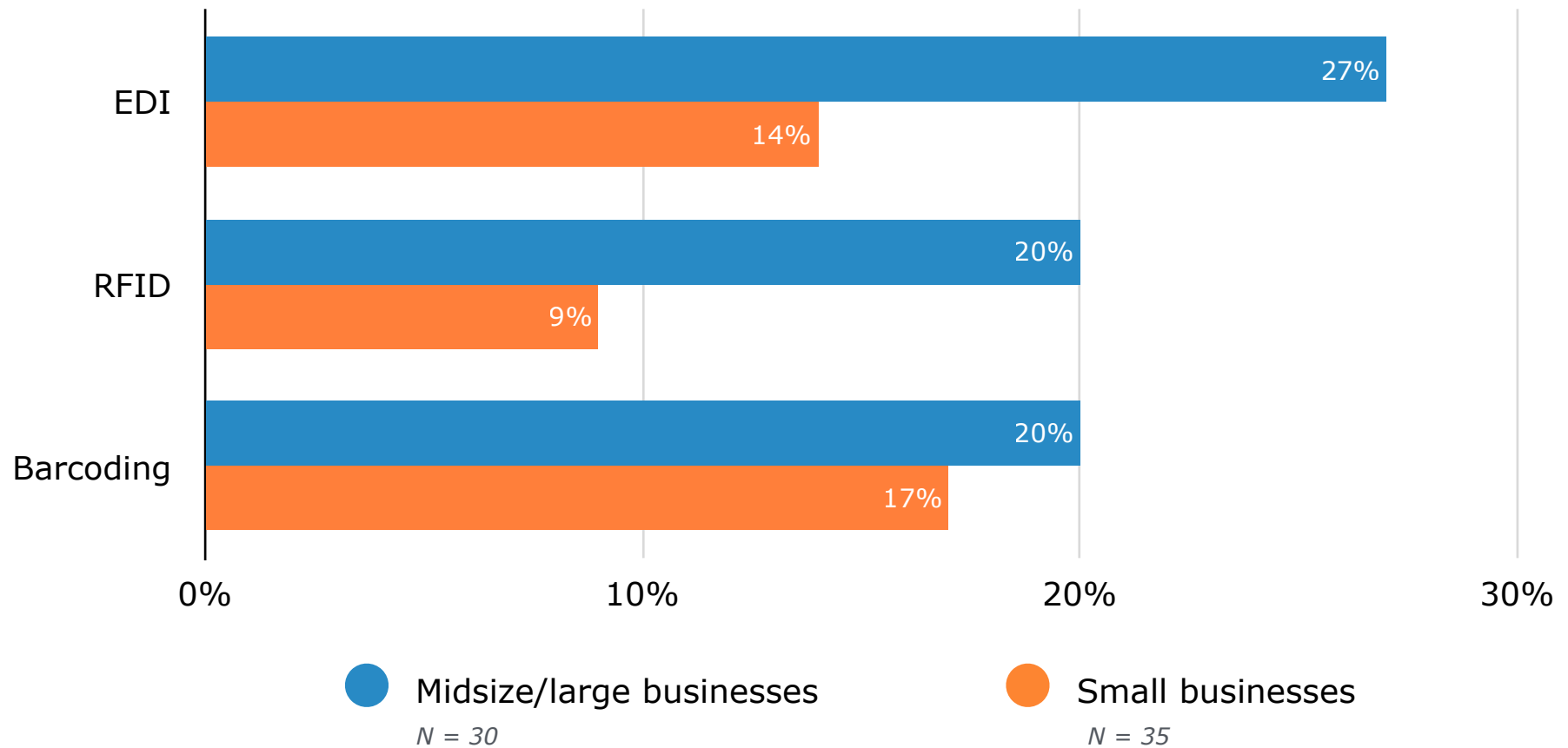
Ninety-four percent of small businesses have no commercial SCM software already in place.

# Integration More Important For Larger Businesses



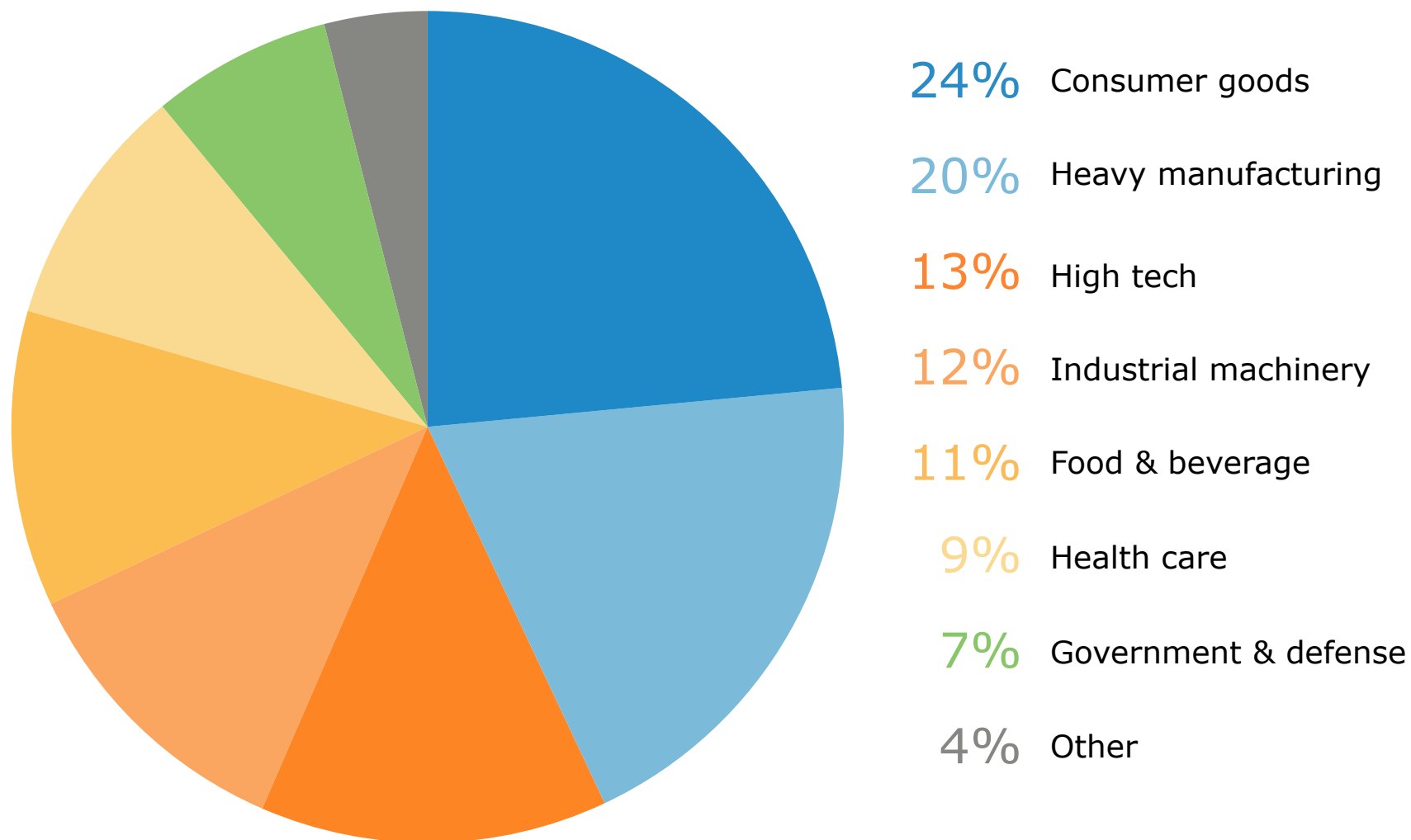
Twenty-seven percent of midsize and large businesses cite the need for greater integration capabilities, compared to just 16 percent of small businesses.

# RFID More Important for Larger Businesses



More than twice as many midsize-large businesses than small cited need for radio frequency identification (RFID) support in a new warehouse management system.

# Most Businesses in Consumer Goods and Manufacturing



*N = 200*

Consumer goods (24 percent), heavy manufacturing (20 percent) and high tech (13 percent) were the most popular industry segments in our sample.



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